

Message Text

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R 171605Z FEB 75

FM SECSTATE WASHDC

TO AMEMBASSY CAIRO

AMEMBASSY TEHRAN

AMEMBASSY JIDDA

INFO AMEMBASSY BEIRUT

AMEMBASSY KUWAIT

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E.O. 11652: N/A

TAGS: BTRA, XF, EG, IR, SA, IZ

SUBJECT: VISIT OF ALLIS-CHALMERS CHAIRMAN DAVID SCOTT AND
PARTY

BEIRUT PASS BAGHDAD

1. AS A FOLLOW-UP TO NATIONAL ASSOCIATION OF MANUFACTURERS'
INDUSTRIAL MISSION OF NOVEMBER 1974, DAVID C. SCOTT, CHAIR-
MAN, CHIEF EXECUTIVE OFFICER AND PRESIDENT OF ALLIS-CHALMERS,
WHO WAS MEMBER OF MISSION, WILL RETURN TO MID-EAST (EGYPT,
IRAN, SAUDI ARABIA, AND IRAQ) IN LATE FEBRUARY AND EARLY
MARCH WITH TEAM OF SENIOR ALLIS-CHALMERS EXECUTIVES. SCOTT'S
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OBJECTIVE IS TO EXPOSE THESE EXECUTIVES (FOUR EXECUTIVE VICE

PRESIDENTS AND ONE NEWLY APPOINTED AREA VICE PRESIDENT FOR AFRICA AND MID-EAST) TO NEEDS, DESIRES, OPPORTUNITIES, AND CAPABILITIES OF THESE COUNTRIES AS THEY MIGHT RELATE TO ALLIS-CHALMERS. GROUP, WHICH HAS VARIETY OF PROPOSALS TO EXPLORE, EXPECTS TO HOLD DISCUSSIONS WITH AMERICAN EMBASSY OFFICIALS, LOCAL GOVERNMENT OFFICIALS, AND PRIVATE BUSINESS REPRESENTATIVES IN EACH COUNTRY TO BE VISITED.

2. ALLIS-CHALMERS TEAM ACCOMPANYING SCOTT CONSISTS OF FOLLOWING:

JOSEPH H. MALONEY, EXECUTIVE VICE PRESIDENT; THOMAS L. DINEEN, EXECUTIVE VICE PRESIDENT; CHESTER W. DIERCKS, JR., EXECUTIVE VICE PRESIDENT; LAWRENCE M. ISAACS, EXECUTIVE VICE PRESIDENT; WILLIAM P. BELL, AREA VICE PRESIDENT, AFRICA AND MID-EAST.

3. ALLIS-CHALMERS PLANS TO OPEN OFFICE OR OFFICES IN MID-EAST IN NEAR FUTURE AND WILLIAM P. BELL, AREA VICE PRESIDENT AFRICA AND MID-EAST, WILL BE LOCATED THERE ON PERMANENT BASIS.

4. ALLIS-CHALMERS IS MANUFACTURER AND EXPORTER OF HEAVY INDUSTRIAL EQUIPMENT INCLUDING: (A) EQUIPMENT FOR PROCESSING AGGREGATE, COAL, MINERALS, AND FLUIDS; (B) AGRICULTURAL EQUIPMENT SUCH AS TRACTORS, COMBINES AND IMPLEMENTS; (C) DIESEL ENGINES, INDUSTRIAL TRUCKS (FORK LIFTS) AND HEAVY CONSTRUCTION MACHINERY; AND (D) ELECTRICAL PRODUCTS TO GENERATE, TRANSMIT, CONTROL, AND REGULATE ELECTRICITY.

5. REQUEST EMBASSIES BRIEF AND ASSIST THIS PARTY, AS FEASIBLE, IN ACCOMPLISHING ITS MISSION.

6. FOR CAIRO: ALLIS-CHALMERS TEAM WILL ARRIVE CAIRO FEBRUARY 26 AND REMAIN UNTIL DEPARTURE FOR TEHRAN BY CHARTERED AIRCRAFT ON MORNING OF MARCH 1. HOTEL RESERVATIONS HAVE BEEN REQUESTED FOR SHERATON BUT HAVE NOT YET BEEN CONFIRMED.

7. SCOTT REQUESTS THAT AMBASSADOR EILTS MEET WITH THEM FOR FEW MINUTES AT SOME CONVENIENT TIME ON EITHER 27TH OR 28TH LIMITED OFFICIAL USE

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OF FEBRUARY AND EMBASSY PROVIDE BRIEFING ON ECONOMIC AND POLITICAL SITUATIONS IN EGYPT. (REQUEST HAS BEEN PREVIOUSLY MADE BY HARWOOD THROUGH AMERICAN EMBASSY KUWAIT.) SCOTT IS CONTACTING SEPARATELY NIAZI MOSTAFA, EGYPTIAN INDUSTRIALIST AND ACQUAINTANCE, TO REQUEST HIS ASSISTANCE IN ARRANGING APPOINTMENTS WITH REPRESENTATIVES OF GOE OR EGYPTIAN FEDERATION OF INDUSTRY TO OBTAIN INFORMATION ON EGYPT AS A MARKET FOR ALLIS-CHALMERS. (MOSTAFA REQUESTED

TO COORDINATE APPOINTMENTS WITH EMBASSY CAIRO.)

8. FOR TEHRAN: TEAM WILL ARRIVE TEHRAN MARCH 1 AND REMAIN UNTIL DEPARTURE FOR SAUDI ARABIA BY CHARTERED AIRCRAFT AROUND NOON ON MARCH 5. SCOTT REQUESTS THAT AMBASSADOR HELMS MEET WITH TEAM AT SOME CONVENIENT TIME DURING STAY AND EMBASSY PROVIDE BRIEFING ON ECONOMIC AND POLITICAL SITUATIONS IN IRAN. HARWOOD OF SRI WILL CONTACT EMBASSY DIRECTLY TO ARRANGE DETAILS. IN ADDITION TO EMBASSY MEETINGS, ARRANGEMENTS BEING MADE FOR MEETINGS WITH IRANIAN GOVERNMENT OFFICIALS AND REPRESENTATIVES OF PRIVATE ENTERPRISE.

9. FOR JIDDA: TEAM WILL ARRIVE JIDDA MARCH 5 AND REMAIN IN SAUDI ARABIA UNTIL DEPARTURE FOR BAGHDAD BY CHARTERED AIRCRAFT ON MORNING OF MARCH 10. PETER DUNCAN OF STANFORD RESEARCH INSTITUTE, P.O. BOX 1871 RIYADH WILL JOIN AND REMAIN WITH THE TEAM DURING ITS STAY IN SAUDI ARABIA.

10. SCOTT REQUESTS THAT AMBASSADOR AKINS MEET WITH TEAM AT SOME CONVENIENT TIME AND EMBASSY PROVIDE BRIEFING ON THE ECONOMIC AND POLITICAL SITUATIONS. (PETER DUNCAN OF SRI WILL CONTACT EMBASSY DIRECTLY TO ARRANGE DETAILS.) IN ADDITION TO EMBASSY MEETINGS, TEAM EXPECTS TO MEET WITH APPROPRIATE SAUDI OFFICIALS INCLUDING DEPUTY MINISTER OF COMMERCE AND INDUSTRY DR. SOLIMAN SOLAIM AND MINISTER OF STATE AND PRESIDENT CPO HISHAM NAZER.

11. FOR BAGHDAD: SCOTT, MALONEY, DIERCKS, ISAACS, BELL, AND HARWOOD TO VISIT BAGHDAD MARCH 10-12. DETAILS BY SEPARATE CABLE. INGERSOLL

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